RJ REYNOLDS

TOBACCO COMPANY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
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Williamsville, NY 14221
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Fax (716) 634-3145

January 30, 1997

#1110 Boston / R. D. Snow
#1210 NY Metro / R. J. O'Rourke
#1310 Philadelphia / M. J. Goodman
#1710 Pittsburgh / R. A. Mittica

The Buffalo Region (#1610) will be introducing *Doral Light Box 100 and Doral FF Box 100* with a DTS date of March 3, 1997. Therefore, your assistance is requested in helping us to achieve maximum marketplace distribution.

To accomplish this objective, and for your use, attached is the *Doral Box 100 Fact Book,* along with a list of direct accounts in your Region, noting the number of retail accounts they supply in 16XX.

Please ensure that the responsible Manager(s) present *Doral Box 100* styles to their direct accounts servicing retail accounts in Region 16XX as our Sales Reps will begin prebooking in February.

Should you have any questions, please contact me.

Sincerely,

Stephen

S. R. MacLeod
Regional Operations Manager
SRM/jc
cc: W. J. Roth
F. V. Natale
J. Campbell

Sales		Retail	
1221		1222	
1222		1223	
1223		1226	
1224		1229	
1225		ROM	
1226		PC	SC
1229		MC	PA
1230	ALL		
1244	ALL	RSM	RBM

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Source: https://www.industrydocuments.ucsf.edu/docs/xzwy0000

DORAL INTRODUCTION: FF BOX 100 / LT BOX 100

SIS #	VAP WHLSR NAME	#INDEPENDENT RETAIL CALLS IN REGION 16XX	REGION	ROU
503160	PINE STATE TOB.&CDY	112	1122	11
022620	ASSOCIATED GROC	3	1122	11
136760	SUPERVALU	4	1126	11
462430	NEW ENGLAND TOBACCO	4	1126	11
675356	JOS H STOMEL	5	1128	11
472920	ALBERT H NOTINI SONS	145	1126	11
409680	GEO. MELHADO AND CO	23	1128	11
423295	AUBURN MERCH	10	1128	11
213900	GARBER BROS	22	1130	11
069780	BOZZUTOS	15	1131	11
166680	E&J DISTRIBUTION	8	1131	11
609540	SPRINGFIELD SUGAR	6	1131	11
495892	J.POLEP DIST	46	1131	11
		403		11 Total
181760	EMPIRE CANDY	121	1221	12
363720	PINE LESSER	13	1221	12
612990	STAN LOU	17	1221	12
769601	WESTCHESTER CANDY	26	1222	12
675352	JOSEPH H STOMEL	16	1223	12
550558	HAROLD LEVINSON	66	1223	12
488910	PATERSON TOBACCO	3	1226	12
		262		12 Total
729770	F.A. DAVIS & SONS	4	1322	13
153480	PETER D. DENNIS	13	1330	13
685560	WELLS TOBACCO	7	1330	13
628680	T & B WHOLESALE	7	1332	13
161600	DORWARD WHOLESALE	30	1340	13
619440	JOSEPH H STOM	12	1340	13
		73		13 Total
337600	KLAFTERS INC	4	1730	17
510480	POLLOCK CANDY	6	1730	17
370920	B.LIPSITZ CO	2	1732	17
525761	SUPERVALU N. STANTON	4	1732	17
556057	LIBERTY USA	5	1732	17
494000	PENMARVA GROCERS	4	1732	17
024660	ASSOCIATED WHOL INC	75	1738	17
062131	MILLER DISTRIB. INC.	28	1738	17
130560	COOPER BOOTH WHSL	27	1738	17
151300	W. A. DEHART	28	1738	17
276331	FLEMING /ALTOONA	33	1738	17
544290	MILLER & HARTMAN	22	1738	17
057840	BLAIR CANDY	6	1738	17
425810	MILLER DISTRIBUTING	15	1738	17
426610	MILLER WHOLESALE	4	1738	17
693010	SUPERVALU INC	2	1738	17
701820	WILLIAMSPORT CANDY	34	1738	17
707402	McANEY BROS	6	1738	17
718250	WRAC, INC	2	1738	17
311040	JEFFERSON WHOLESALE	24	1738	17
518074	PENN TRAFFIC	2	1738	17
		333		17 Total
		1071		Grand Total

Ordered 1 of each 2/27/97 F/immediate delivery.

51849 3397

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